

Relevant Excerpts from Exhibit 11678



Date Planner

For noting key dates for meetings, exhibitions, holidays, birthdays and special occasions



January	February	March	April	May	June	July	August	September	October	November	December
1	1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2
3	3										3
4	4										4
5	5										5
6	6										6
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25	25										25
26	26										26
27	27										27
28	28										28
29	29	29	29	29	29	29	29	29	29	29	29
30		30	30	30	30	30	30	30	30	30	30
31		31		31		31	31		31		31

Autonomy

VSOE rates - last updated Oct 2011

Support & maintenance			
Type	Low point	VSOE	High point
Premium (24x7)	18%	21%	25%
First line	15%	18%	21%
OEM/2 nd line	8%	10%	12%

Professional services			
Region	Low point	VSOE	High point
US	\$ 1,615.00	\$ 1,900.00	\$ 2,185.00
Europe	€ 1,020.00	€ 1,200.00	€ 1,380.00
UK	£ 935.00	£ 1,100.00	£ 1,265.00
Australia	AUD 1,360.00	AUD 1,600.00	AUD 1,840.00
Singapore	SGD 850.00	SGD 1,000.00	SGD 1,150.00
Japan	JPY 119,000.00	JPY 140,000.00	JPY 161,000.00
China	¥ 2,975.00	¥ 3,500.00	¥ 4,025.00
Other regions	Available on request		

Professional services

Rates as published on website

Hosting

To be advised - currently VSOE does not exist

Planner Notes

Personal Information

995

110

5475



Name

Dates of use

If found please contact

Guide to book contents

Important contact details

ANALYSTS FOLLOWING AGENCY.

PEEL HUNT - PAUL MORGAN
 JF MORGAN GRENDE - DAVID KHAN
 PARNER GORDON - GEORGE O'CONNOR
 BARCLAYS - RAIMO LENSCHAU
 NUMIS - DAVID TONE
 GUYAN GOS - MUHAMMAD NOVALA
 EVOLUTION - ROGER PHILIPS
 CANNACORD - BOB LIAO
 BAML - JONATHAN TIGHE
 CREDIT SWISSE - FRED GRIES
 DB - MARC BEALL
 BRYAN GARNER - GREGORY RUIRER
 EXANE BNP PARIBAS - ISALINE TROCHERIE
 INVESTEC - JULIAN YATES
 MORGAN STANLEY - ADAM WOOD
 NOVA - GUNAR PLATTE
 REDBURN - NEIL STEEL
 RBC - NICK HYSLOP
 SINGEE - TINTIN STEWART
 SOC GEN - RICHARD NGUYEN
 UBS - MICHAEL BREST

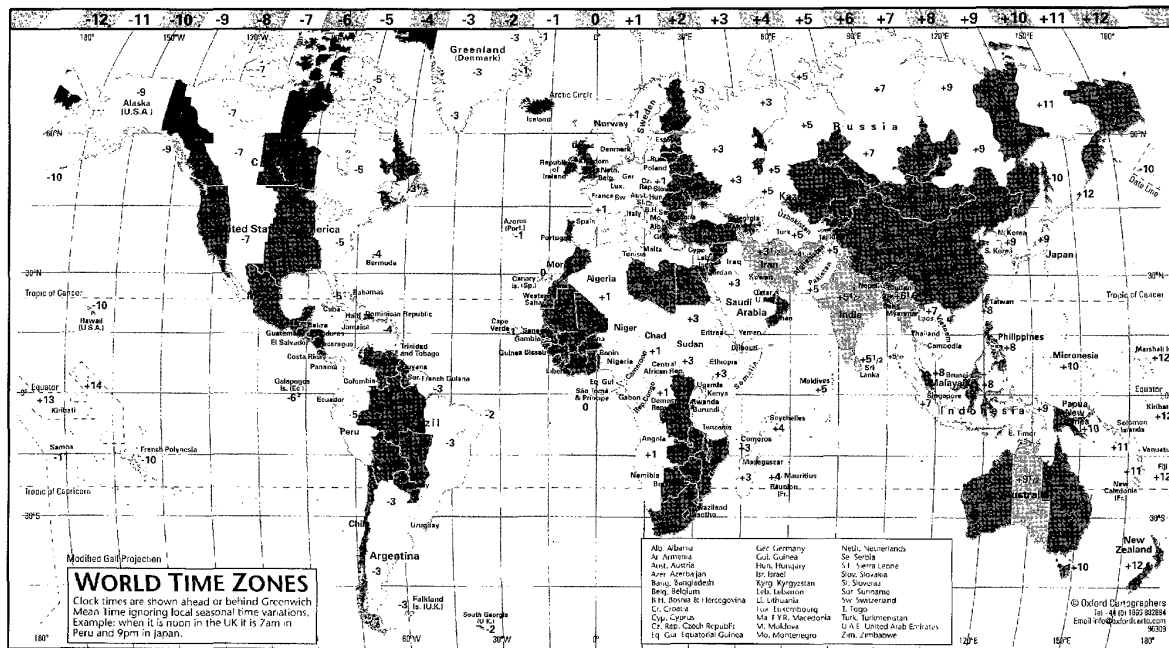
Use this page as a quick reference to the book's contents during use and for archiving purposes

www.BlacknRed.com

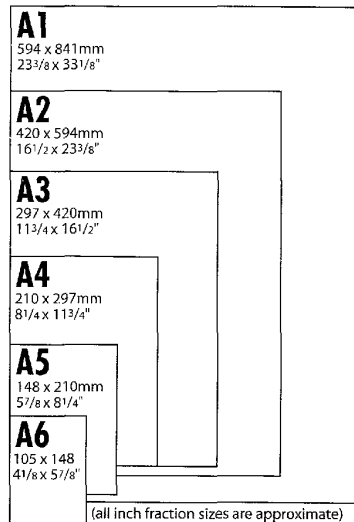
Black n' Red

Useful Information

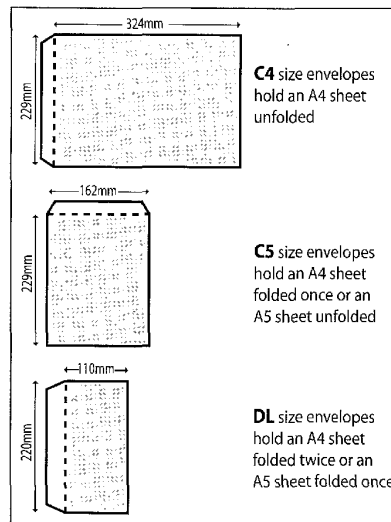
World time zones



European paper sizes



European envelope sizes



US paper sizes

Description	Size mm	inches
Junior Legal	127 x 203	5 x 8
Executive	190 x 254	7 1/2 x 10
Letter	216 x 279	8 1/2 x 11
Legal	216 x 356	8 1/2 x 14
Ledger/Tabloid	279 x 432	11 x 17

US envelope sizes (commercial)

Description	Size (inches)
#6 1/4	3 1/2 x 6
#6 1/4	3 1/2 x 6 1/4
#6 3/4	3 5/8 x 6 1/2
#7	3 3/4 x 6 3/4
Check (Official)	3 5/8 x 8 5/8
#9	3 7/8 x 8 7/8
#10	4 1/8 x 9 1/2
#14	5 x 11 1/2

Conversion tables (figures may be rounded)

1in	=	2.54 cm
1cm	=	0.3937 in
1ft	=	0.3048 m
1m	=	3.2808 ft
1yd	=	0.9144 m
1m	=	1.0936 yd
1mile	=	1.6093 km
1km	=	0.6214 mile

1in ²	=	6.4516cm ²
1cm ²	=	0.155 in ²
1ft ²	=	0.0929 m ²
1m ²	=	10.7639 ft ²
1mile ²	=	2.5900 km ²
1km ²	=	0.3861 miles ²
1acre	=	0.4047 ha
1ha	=	2.471 acres

1in ³	=	16.387 cm ³
1cm ³	=	0.06102 in ³
1ft ³	=	0.02832 m ³
1m ³	=	35.3147 ft ³
1yd ³	=	0.76456 m ³
1m ³	=	1.30795 yd ³
1US gal	=	3.7854 litre
1litre	=	0.2642 US gal
1US gal	=	0.8327 UK gal

1UK gal	=	4.546 litre
1litre	=	0.22 UK gal
1oz	=	28.3495 g
1g	=	0.03527 oz
1lb	=	453.59 g
1g	=	0.002205 lb
1kg	=	2.2046 lb
1t (long)	=	1016.0469 kg
1kg	=	0.00098 t (long)

Speed

MPH	30	40	50	60	70	80
KPH	48	64	80	97	113	129

Temperature

0°F	32°F	212°F
-18°C	0°C	100°C

$$F = \frac{9}{5}C + 32$$

$$C = \frac{5}{9}(F - 32)$$

www.BlacknRed.com

10/09-A4C

Black n' Red

		\$'000			\$'000
MANAGEMENT.	ECPS	\$ 1,550	AGENTS	WADDELL	500
	KWART	\$ 1,000		ROTS + GARY	350
	MITCHELL	\$ 6,200		NRO	550
ENCA	GREENGLASS	1,620		J&J	2,000
	PUT	1,000		OFFENHOLZ	400
	DB (SUMER)	930		FIS SACHS	450
	BUREAU	543		GOLDMAN	500
	HO UPRIDE	481		IDE	300
	JOHN	358		CAL RIVER	500
	NCS	326		GARDIAN	600
ADAC	CITIBANK	400		PRUDENTIAL	413
STOUTER - OGM	HP	750	RAHIA	DISNEY FINANCIAL	325
- STRONG	MS	5,000		HERBALIFE	1,050
- - -	MCARTEE	5,000			
- - -	B&A	2,000			
- - -	EU LINDY	1,000			
- - -	DB	6,750			
- - -	CAP GROUP	450			
FEDERAL	SSA	808			
- - -	NRO	1,233			
LATAM	WALMART	300			
SAST	ANGEL TRAX	2,000			
	SHAW GROUP	500			
	NAVISTAR	500			
	ANGEL GORDON	450			
	PRENIX	400			
	CONVIX	400			
	MAYO	360			
	BANK OF MONTREAL	3,200			
	TELEPHONE	548			

Q1 2011 DEBTORS.

EMCA

		Q4'10	Q4'11
TRETT	\$4.76m	\$7.4m	
REALISE	\$1.3m	\$0.0	
TRENNHAM	\$0.8m	\$1.2m	TIMING DELAY
BARBAR	\$0.6m	\$0.9m	FUNDING ISSUES
PLAY	\$0.4m	\$0.7m	EXPECTING TENDERS
TECHNET	\$0.4m	\$0.7m	FUNDING ISSUES
KATINDS	\$0.36m	\$1.0m	DEBT NOT DUE
PRISA	\$5.6m	\$7.5m	FUNDING ISSUES
BACM	\$2.9m	\$4.5m	\$3.6m withdrawn \$0.9m which to be contact
RED VENTURES ()	\$1.8m	\$2.8m	NO MOVEMENT
SARGE CONSULTING (FOSTE)	\$1.6m	\$1.6m	NO MOVEMENT
RCSI	\$0.35m	\$0.5m	NO MOVEMENT
ZENITH	\$0.2m \$0.2m	\$0.4m \$0.4m	> PENDING CUSTOMER PAYMENT
ARMOUR (BAV)	\$2.2m	\$3.5m	

ATTORNEY INC.

	FSA \$4m	WELFARE \$5.25m	INTEREST \$1.9m	DIG \$2.2m	TRN \$0.3m
CAPAX	USG \$2.4m	WYU \$1.5m	BAW \$1.2m	\$26.0m	GOOD PROGRESS IN Q1.
FILETEK - VA				\$10.0m	EXPECTING \$2.5m IN Q1
KNOWLEDGE CAPITAL				\$1.05m	NO MOVEMENT
Bot A				\$3.0m	EXTENDED.
CA				\$0.7m	EXTENDED
LPL				\$2.0m	EXTENDED
MICROTECH				\$0.9m	EXTENDED / BAV
ORACLE				\$0.7m	EXTENDED
Pixxel				\$1.5m	EXTENDED
VERIDAYS				\$4.6m	PAYMENT PLAN
VMS				\$1.4m	EXTENDED.

BOSCH - CAN'T RECOGNISE STAGES W/O FULL ACCEPTANCE 272513 €36.225
 - SOW - 75% ON DELIVERY 5580-ASL
 - 25% RETENTION €76.214

ANA IN - PARADOX FOR CHANGE ORDERS
 - INVOICE 25% ON SIGNATURE
 - PAYMENT FOR REST 75%
 - FIXED PRICE

CREDIT SWISSE - REC HAS BEEN DONE
 - LEGAL SIZE INVOLVED

TARGETS

REVENUE 216m
 EPS 25c
 GM 88.51%
 DSO's 97-98. TARGET HIGHER THAN LAST Q (94)

CHANGEPOINT DISCUSSION4 APRIL 2011

- CHANGEPOINT

- \$9 million per quarter.
- 450 PERPETUAL LICENSES FROM INVOY DAYS.
- SSS ARE NAMED - NO ACCESS
- CURRENT ON MAINTENANCE - THINKING OF UPGRADING.
- RDP INTO SERVER IN SAN JOSE
- OLDEST MACHINE - ICG.
- MIDDLEWARE SERVER - ICG.
- DON'T NEED CUMULATED.
- NOT CURRENT ON VERSION
- CURRENTLY RUNNING V 8.2 ICG.
- AVAILABLE V 12 ICG.

- CEREAL (GRP)

DAVE MOBLEY - DDS

JIM LEE - NIBS / ~~REG~~ RACSBARBARA ESTES - ~~PM~~

- PM

NICK KUAN -

- PM,

DINO CARRON - GRP / JIRA

~~CONTRACTOR~~

TATIANA

- FINANCE IT (SPICED) - BLACK

BANK of AMERICA.Commission.

90% - CMAX
1,830,000
includes 2 years STM

19,500,000 LICENCE
(500,000) EARLY PAYMENT DISCOUNT
2,034,000 SG EXTENSION

21,034,000

(1,500,000) ILLUMINATION CREDIT

(5,500,000) HOSTING CREDIT - FIRST 12 MONTHS ?

(2,000,000) DATA DELIVERY AMOUNT

12,034,000

e 5% = \$601,700

AW 1,894,162 e 5% = 94,708
696,408

EXPECTED HOSTING REVENUES

2011	1,894,162	(460,874)
2012	3,883,806	(944,980)
2013	5,009,954	(1,218,986)
2014	5,608,892	(1,364,715)
2015	6,207,831	(1,510,445)
	<u>22,604,645</u>	<u>(5,500,000)</u>

REFERRAL FEES.

CMAX	\$900,000 MAF	9,000,000	REFERRAL FEE AMOUNT
MT	?	1,664,182	SG EXTENSION, Q4 2010
DT	?	7,000,000	Ref A - Q4 2010
		3,500,000	Ref A - Q4 2010

REVENUE	217,636	1) DEPRECIATION (AMORTIZATION)	
TAX	27%	- R+D - DEFERRED	1,050 ✓
EPS	23.1¢	- MAINTENANCE - DEFERRED	800 ✓
TARGET	25.0¢		

2) REVENUE

		- INNOV R&D	350 ✓
		- ROYALTY REVENUE	150 ✓

	WITH RISK	W/O RISK	2) RISK	
REVENUE	218,636	218,136		
EPS	24.8¢	23.7¢	- DEFERRED W/W	3,960

EPS 24.8¢

COGS ANALYSIS

HARDWARE	23,465	(3,800)	19,665 19,865	
COGS	9,253	-	9,253	
			28,918	TARGET 26,176
			29,118	

COGS (\$10)

EMEA	1,096		
INNOV R&D	32		
R&D INC	3,178	54,250	3,028
VERTICAL	117		
ETALUX	296		
ZATRAZ	3,615	661,011	3,110 liability liability
INNOV	244		
MISC	675		
	<u>9,253</u>		

Q1 ADT PROCESS.

EQUUS SIGN OFF

DIRECTOR'S SIGN OFF.

}

TIMING TO NOTE TO SUSMAN.

- INTERIM MANAGEMENT STATEMENT

- NORMAL REPORT WITH RELEASE

- PRIMARY STATEMENTS

- TUES 19TH APR - 4PM

- WEDS MORNING

}

REVENUE DEALS.DEBTS

SALES CONSULTING

- NO CHANGE

- VEDASYS.

① MINOTEC

- ~~GETTING~~ GETTING CIRC \$1M (NEED MORE)

- ELI LILLY (\$1M)

ADRIUM

- IDN (\$100K)

AT COURTESY

- NO CASH.

RED VENTURES

\$11.5M.

② COSTAS

PRISA - €3.0M.

③ NOVAETIS - \$2.5M. ???

JPMC - ZANTAR \$2.4M -

ADRIUM \$2.9M -

FILETEK - \$1.5M AT END OF QUARTER

- \$1.0M ~~Q1 2011~~ Q1 2011.

④ KNOWLEDGE - \$1.0M. - TO SUSMAN

- LGRM

REPLUSE (CS) - KNOW P ON PAYMENT.

1) PRISA } SAME PAPERWORK.
HARA }

2) VMS REQUEST - 04 \$8M.

3) BANK OF AMERICA - FINAL AGREEMENT.
- ARCHIVING CREDIT.

4) DB - ARCHIVING CREDIT

~~\$2,259,212.77~~
1,926,332
(626,940).

DISCOS

GIVE FOLLOW-UP.

- 1) NSL SOFTWARE (THALANDA) - NEED TO CHARGE
- 2) DATACODE
- 3) ENIGMA LINK CORPORATION
- 4) LINERACE TECHNOLOGY -
- 5) LOGUS - (FOLLOW UP WITH ADAM).
- 6) REBT INFORMATION - NEED TO GO LOCAL
- 7) SHER OUTLINE / RIA VENTURES.
- 8) ~~2004~~

BANK OF AMERICA.

- Q4 2010 - H/W DEAL
- \$1.95M - EXTENDED TERMS.
- COST OF SALE NOTED OFF
- NO COMMISSION TO ANYONE - H/W.

DEBTS.

CCIP:

31-12-2008 300 additional users €30,000

OPTELSON

MICROLINK VALUATION.

\$10.7M - 5 YEARS

- FUTURE YEARS DON'T ADD MUCH VALUE.

\$12.0M - 7 years

- ORIGINAL A/C, REVIEW.

CAPAX.

END USER	8000 AMOUNT	
TXU	309	
EU WWY	300	
FSA	3,000	- CREDIT MAINTENANCE PORTION
BAML	1,831	- FINAL DATE 21 ST SEPT 2011
McAFEE	5,250	- EXTENDED TERMS
UBS	16,447	
INTERNAL USE	1,680	- CREDIT AS INVOICED UBS DIRECTLY
OTHERS	212	
	<u>29,029.</u>	

DISCOVERTECH.

AMERIPRISE	1,600
PRISA	2,380
ABBOTT	9,450
DELL / MYATT	<u>5,601</u>
	<u>19,031</u>

MICROTECH.

BAV (Q1'10)	2,329	
DOI (Q4'10)	4,200	
BMO (Q1'11)	3,074	
Q1/XEROX (Q1'11)	1,229	
HP/UBS (Q1'11)	7,350	CREDIT AS INVOICED DIRECTLY
BAVL (Q1'11)	4,053	INVOICED BY MT
NBA (Q1'11)	324	
OTHER	146	
	<u>22,705</u>	

CONFIDENTIAL TREATMENT REQUESTED

EXH 11678-0046
EXH 11678-0046